

JOHN SMITH

SALES ENGINEER (FOCUS ON CLOUD)

CONTACT

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SKILLS

- Cloud Computing
- Sales Engineering
- Technical Sales
- Cloud Migration
- Scalability
- Cost Optimization
- Leadership
- Communication
- Time Management

EDUCATION

Bachelor of Science
Sep 2014 - Jun 2018
Stanford University
Stanford, USA
Computer Science 3.5/4.0

LANGUAGES

English Native

CERTIFICATES

AWS Certified Solutions
Architect - Professional
Feb 2020
Amazon Web Services

SUMMARY

Results-driven Sales Engineer with 5+ years of experience driving cloud adoption and revenue growth through technical sales expertise. Proven track record of delivering scalable cloud solutions and achieving significant cost savings and efficiency gains. Strong technical skills in cloud computing, sales engineering, and technical sales, with excellent communication, leadership, and time management skills.

EXPERIENCE

Sales Engineer Jan 2020 - Present
CloudTech Inc. New York, USA
Driving cloud adoption and revenue growth through technical sales expertise

- Collaborated with cross-functional teams to develop and execute strategic cloud sales plans, resulting in 25% quarterly revenue growth
- Conducted technical product demos and presentations to C-level executives, resulting in a 90% sales conversion rate
- Analyzed customer requirements and designed tailored cloud solutions, achieving a 95% customer satisfaction rate

Cloud Solutions Engineer Jun 2018 - Dec 2019
CloudSolutions LLC San Francisco, USA
Designed and implemented cloud-based solutions for Fortune 500 clients

- Architected and deployed scalable cloud infrastructure for a leading financial services client, resulting in 30% cost savings and 40% increased efficiency
- Developed and delivered technical training programs for clients and internal teams, resulting in a 25% increase in cloud adoption

PROJECTS

Cloud Migration Project Mar 2020 - Jun 2020
Lead Sales Engineer
Led a team of engineers to migrate a large e-commerce platform to a multi-cloud environment, resulting in 50% increased scalability and 20% cost savings
AWS • Azure • Google Cloud

Cloud-Based AI Solution Sep 2019 - Dec 2019
Cloud Solutions Engineer
Designed and deployed a cloud-based AI solution for a leading healthcare provider, resulting in 30% improved patient outcomes and 25% increased operational efficiency
Python • TensorFlow • Kubernetes

Certified professional with expertise in designing and deploying scalable, secure, and efficient cloud architectures on AWS

Google Cloud Certified – Professional Cloud Developer

Aug 2019

Google Cloud

Certified professional with expertise in designing, building, and deploying cloud-based applications on Google Cloud